

Message Text

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USDOC FOR BEWT

E.O. 11652: N/A
TAGS: EEWT, BTRA, US, GE
SUBJECT: BUSINESS VISIT OF FOREIGN TRADE MINISTRY
- OFFICIAL

1. DIRECTOR GENERAL ALFRED GRANOWSKI, CHIEF OF FOREIGN
TRADE MINISTRY SCIENCE AND TECHNOLOGY SECTION,
INVITED ECON/COMMERCIAL OFFICER TO MINISTRY MARCH 23
TO DISCUSS A VISIT GRANOWSKI PLANS TO MAKE TO THE
UNITED STATES BEGINNING MID-APRIL. PURPOSE OF HIS
VISIT IS TO VISIT A NUMBER OF FIRMS WITH WHICH GDR
WISHES TO EXPAND BUSINESS RELATIONS. ECON/COMMERCIAL
OFFICER TOLD GRANOWSKI THAT WHILE ULTIMATE RESPONSIBILITY
FOR SCHEDULING OF HIS BUSINESS VISITS WOULD APPROPRIATELY
LIE WITH GDR COMMERCIAL SECTION IN WASHINGTON AND
INDIVIDUAL U.S. FIRMS, EMBASSY WOULD INFORM COMMERCE OF
HIS PLANS. EMBOFF SAID GRANOWSKI ALSO MIGHT WISH TO
CALL ON COMMERCE OFFICIALS WORKING ON GDR AFFAIRS.

2. GRANOWSKI PLANS FOLLOWING VISITS:

3-M, ST. PAUL, MINNESOTA. (3-M HELD A SALES SEMINAR IN
THE GDR IN EARLY FEBRUARY, AND GRANOWSKI IS ACCEPTING
AN INVITATION EXTENDED THEN TO VISIT U.S. HEADQUARTERS.)
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TEKTRONIX, INC. (GDR HAS HAD BUSINESS DEALINGS WITH
TEKTRONIX, INC. THROUGH ROHDE AND SCHWARZ IN WEST
GERMANY.)

DESOTO INC., DES PLAINES, ILLINOIS. (TO DISCUSS
PURCHASE OF CORROSION PROTECTION TECHNOLOGY.)

SYSTEMS ENGINEERING LABORATORIES, INC., FT. LAUDERDALE,
FLORIDA. (TO DISCUSS PROCESS CONTROL INSTRUMENTATION.)

WASHINGTON, D.C.

EASTMAN KODAK CO., ROCHESTER, NEW YORK, MAY 3-4.
(GDR BUYS FILM FROM KODAK; GRANOWSKI INTERESTED
IN NEW PRODUCT DEVELOPMENTS INCLUDING POSSIBLY MICRO-
FILM TECHNOLOGY.)

GDR TECHNICAL DAYS, NEW YORK, MAY 9-10.

3. OF ABOVE SCHEDULE, ALL VISITS ARE FIRM EXCEPT KODAK,
WHICH AROSE PARTLY THROUGH CONTACTS WITH PAUL BECK OF
KODAK WHO WAS INDUSTRY EXPERT AT MATERIALS HANDLING
BDO AT LEIPZIG SPRING FAIR. EMBASSY REQUESTS USDOC
FOLLOW THROUGH WITH KODAK TO ASSUAGE BECK'S (AND
GRANOWSKI'S) CONCERN THAT USG MUST SOMEHOW APPROVE
KODAK TRIP.

4. FORTHCOMING TRIP IS GRANOWSKI'S THIRD TO U.S.,
SECOND OF WHICH WAS TO CHICAGO TECHNOLOGY
FAIR IN 1976, AND FIRST WAS TO BUY POLYURETHANE TECHNOLOGY
FROM UPJOHN IN HOUSTON IN 1971. GRANOWSKI SEEMS
VERY FAVORABLY DISPOSED TOWARD U.S. AND OCCUPIES A
POSITION IN GDR TRADE POLICY APPARATUS OF
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POTENTIAL IMPORTANCE FOR U.S. EXPORT SALES. BOLEN

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